## Residential Energy Audit and Retrofit Program RFP

## Q & A

#### **BEST PRACTICES**

Q: Have any other cities or counties developed similar building audit/retrofit programs?

A: Yes; the cities of San Francisco, Berkeley, and Irvine, and the counties of Alameda and Sonoma have developed audit/retrofit programs of one kind or another.

#### **SCOPE OF SERVICES**

#### Q: Is the proposer required to perform QA?

A: No. QA is a requirement for Building Performance Institute (BPI)-certified contractors, which is a required designation for contractors wishing to perform Tier 2/3 retrofits.

# Q: Do satisfaction surveys need to be conducted in an equal proportion to the make-up of program participants?

A: Not necessarily, however the consultant should ensure that a representative sample of all participants is surveyed.

Q: The RFP section II (Project Background) states that the City and County will collaborate on a program to encourage multi-family property owners to perform building audits and energy efficiency and renewable energy retrofits. Would you please describe the County's role in the Mountain View program, and what level of rebate you expect them to provide for owners of multifamily buildings?

A: The County's exact role is undetermined at this time. The selected contractor will be able to help create this pilot program, and the City is interested in proposers' suggestions on how best to structure the retrofit program and the rebate levels for maximum success. The County could provide incentives per unit or per building and would prefer to spend what is needed to drive participation but not exceed that amount. *This program will not include Tier 1 audits/retrofits*.

#### Q: How can the consultant create value for the program after the 12/31/12 deadline?

A: The City's program will end on December 31, 2012, and the City does not currently anticipate extending the program beyond this date. If a new source of funds can be secured, the City may consider an extension.

#### PROGRAM TARGETS &ALLOCATION OF FUNDS/RESOURCES

Q: Are there specific measurable or quantifiable targets for marketing efforts, retrofits, number of units to be worked on, and types of units to be worked on by the consulting firm under this program?

A: No. The consulting firm should try to achieve the highest greenhouse gas (GHG) reductions overall, while addressing all four target participant groups.

Q: In order to determine necessary resources for implementing the program, and knowing when we have accomplished our stated objectives, it would be most helpful for Mountain View to articulate specific, quantifiable goals. Please consider putting a number to these two categories of your success criteria:

- 1. Maximize GHG reductions:
  - i) What is the minimum desired total amount of GHG reductions?
- 2. Engage at least some portion of each of the 4 target participant groups:
  - ii) What portion of 12,909 owner-occupied single-family homes should be addressed?
  - iii) What portion of owner-occupied multi-family homes should be addressed?
  - iv) What portion of 18,250 renter-occupied single-family homes should be addressed?
  - v) What portion of renter-occupied multi-family homes should be addressed?

A: The City does not have a minimum requirement for amount of GHGs reduced or quantifiable goals for these participant groups. The City is interested in the consultant's ideas and recommendations in this area, i.e. "You are the experts; you tell us." Specific, quantified program requirements can be agreed upon during contract negotiations.

#### Q: What percentage of the budget should be allocated to the Tier 1 audits?

A: The consultant should allocate a range of 10-20% of the budget for Tier 1 audits.

# Q: Within the 4 participant groups, are there any specific requirements for the allocation of the money among those groups?

A: No. The consultant should propose how to allocate funds so as to achieve the greatest energy/GHG savings while addressing some portion of each of the four participant groups.

## PROGRAM ELIGIBILITY REQUIREMENTS

# Q: Are there any other qualifications besides BPI accreditation/certification for contractors wishing to perform Tier 2/3 audits and retrofits?

A: Contractors must meet all eligibility requirements specified under the PG&E rebate program. (These are not yet finalized.) Contractors will need to have BPI Building Analyst certification, which allows them to do combustion safety testing. Contractors must be licensed, be bonded and in good standing, be insured to IOU minimums, complete an orientation course and sign an agreement of participation, and must pull local permits for the retrofit work.

For Tier 3 (whole house) retrofits, the contractor should have BPI certification in the specialty as well, and business accreditation is encouraged. When the HERS II software is released and functional, contractors will need to have the training and proven ability to use this well.

Please note that these requirements are subject to change.

#### Q: Can a RESNET-accredited raters perform the Tier 2/3 audits/retrofits?

A: If this is allowable under PG&E's rebate program it is acceptable under the City program.

#### Q: Do individual participants need to meet any criteria to be eligible for the program?

A: The City does not have explicit eligibility requirements, but the consultant may define minimum requirements if they think it would enhance the program.

#### TIER 1 AUDITS

Q: The Scope of Services specifies that the Tier 1 audits are only for renters (both single- and multi-family). Would you be open to a program that provided partially- or fully-subsidized Tier 1 audits to single family homeowners? (The City seems to be open to this strategy per question # 3f on page 10 of the RFP.)

A: The City would be open to this, however audits by themselves don't generate energy/GHG savings, and the City will be looking for proposals that maximize these savings.

# Q: Can the Tier 1 "leave behind" energy saving devices *not* be paid for out of the \$319,000 budget?

A: If the consultant can leverage other resources to pay for/acquire some or all of these devices then the \$319,000 need not be used for this purpose.

# Q: Are faucet aerators and low-flow showerheads eligible to be used as Tier 1 audit/retrofit energy saving devices under the program (e.g., for savings related to hot water heating)?

A: While the City encourages residents to use these devices, they cannot be paid for out of the City's \$319,000 in funds. Consultants are encouraged to work with City and/or Santa Clara Valley Water District water conservation staff to acquire and include these two (likely free) devices as Tier 1 audit leave-behind items.

#### TIER 2/3 AUDITS, RETROFITS & REBATES

#### **Q:** How are Tier 2 and Tier 3 retrofits defined?

A: There is not a standard, agreed-upon delineation between Tier 2 and 3 audits/retrofits. In principle, Tier 3 retrofits result from using an *integrated* approach that addresses ALL of a home's energy using features (with a focus on correcting installation defects, etc.) resulting not only in energy savings but also often more valued comfort, indoor air quality, combustion safety, and noise attenuation benefits. Tier 3 retrofits most often yield whole-house energy savings of *over* 20%. For more information, see *Attachment A*.

*Please note* that the concept of "tiered" retrofits (as described above) is gradually being replaced with an approach that offers *Prescriptive* and *Performance*-based options, as defined in the Energy Upgrade California/PG&E retrofit rebate program. (See *Attachment B* for a description of the Upgrade California/PG&E program.)

#### Q: Is there a minimum requirement for a "retrofit?"

A: The Basic Package or "Prescriptive" approach would qualify as a minimum retrofit, which the California Public Utilities Commission (CPUC) has defined as having six actions: attic insulation, attic air sealing, duct sealing, low flow shower heads, hot water pipe insulation and combustion safety testing. These actions are subject to change by the CPUC. For a homeowner or building owner

who opts for the "Performance" approach, a 20% reduction in energy use would qualify as a minimum retrofit. For more information, see *Attachment B*.

Q: The Scope of Services asks consultants to design a retrofit rebate program. Are you looking for the consultant to design and implement a rebate program for both single- and multi-family properties, or just for single-family properties?

A: The consultant should design the rebate program for both single and multi-family properties.

#### Q: Are the Tier 2/3 audits and retrofits part of the \$319,000 budget?

A: No. We envision that both the Tier 2/3 audits and retrofits are paid by the homeowner or property owner, and they would then receive a City rebate based on the retrofits performed.

**Q:** Are the Tier 2/3 retrofit rebate payments part of the \$319,000 budget? A: Yes.

Q: Would the City consider leveraging other state or utility rebate programs currently offered for Tier 2/3 retrofits (e.g., PG&E and Home Star) instead of using a portion of the City's \$319,000 budget toward Tier 2/3 retrofit rebates? (This would have the potential benefit of enabling more of the budget to be used to increase participation rates or for distribution of Tier 1 energy saving devices.)

A: Yes. The consultant may propose a different model than that specified by the City, but the consultant must be able to justify in their proposal why their alternative approach would result in greater energy and GHG savings.

**Q:** Does a homeowner have to have an audit before performing rebate-eligible retrofits? A: The consultant should propose how to handle this.

Q: In the Santa Clara County Residential Retrofit Program (SCCRRP) scope, there is a target retrofit goal of 4,359 homes at an average energy reduction of 20% (page 19 of RFP).

i) What is Mountain View's "designated" portion of audit and retrofit residences?

A: There are no specific goals for County cities in terms of number of residences.

#### ii) Is the 4,359 target exclusively retrofits or Tier 1 audits plus Tier 2/3 retrofits?

A: The 4,359 target is for whole house retrofits (Tier 3) with an average energy reduction of 20%. However, this targeted number of homes is NOT an official *requirement*. There is a regional target of 15,000 single-family homes and 2,000 multi-family units that the SCCRP will help meet, but these numbers are currently under discussion due to the recent set-backs with PACE programs and due to the delay in getting a signed contract, and thus are subject to change.

# iii) Why is the average energy reduction target of 20% so low, when the average Whole House Retrofit (fundamentals and proper sizing of major systems) saves 40%?

A: The target is an *average*. The County anticipates that some homeowners may do just the basics and won't reach the 20% target. Many of the retrofit savings numbers are being questioned now, and in some cases these numbers are being decreased. In addition, the County is focused on quantifiable reductions that will *actually* be realized.

#### Q: Will there be a list of approved contractors who can perform the retrofits?

A: Yes. This is being developed between ABAG and PG&E, and PG&E should announce the requirements and provide the orientations soon.

#### Q: Is the program tied to the roll-out of California FIRST?

A: No. The City will roll out its program regardless of the progress of California FIRST.

Q: Is Mountain View amenable to using funds that might have been earmarked for "Tier 2/3 rebates" for other services that reward homeowners with a certification that might increase their property value, such as GreenPointRating, HERS test out, etc.?

A: The City will consider this kind of alternate approach to use of funds, with an eye toward approaches that maximize energy/GHG savings.

Q: Will the City provide guidance for the consultant to pass along to residents regarding building permit requirements for Tier 2/3 retrofit measures for both single- and multi-family buildings?

A: The City will provide this guidance.

#### MARKETING & OUTREACH

# Q: How should the consultant target relevant homes/properties within the four target participant groups?

A: The consultant should use market data to identify those populations or properties that offer the greatest opportunity for GHG emissions reductions.

# Q: Would the City be able to provide the consultant with owner contact information for multifamily properties in Mountain View?

A: With assistance from the County, the City will be able to provide contact information for multifamily building owners and for single-family homeowners and renters.

#### Q: What resources will ABAG provide to support the program during the contract period?

A: The regional retrofit program and Energy Upgrade California will provide a website that allows residents to enter their city or zip code to retrieve information on what is available in their area. There will be significant outreach and advertising to alert people of these programs, and the County will slowly ramp up the outreach for these programs. The County will also provide contact information for reaching landlords of low income developments, renters, and homeowners. Some or all of the cost (if there is some) of providing this information might be covered by the County program.

**Q:** How far should the branding go? Can it include the use of the City of Mountain View logo? A: Branding the "Energy Upgrade Mountain View" program should minimally include development of a logo and tag line, and any other graphic elements needed for the website, flyers, and advertisements (e.g. City website or Facebook banners and buttons). Branding may include the City of Mountain View logo.

## Q: Is the City comfortable with direct customer marketing efforts (e.g., community events, door-to-door canvassing, etc.)?

A: Yes, the City would be comfortable with this type of approach.

Q: The RFP section III B (Program Branding and Marketing) asks for augmentation of the City's sustainability website to provide comprehensive program information. Do you expect the consultant to provide the City with both content (words and images) and HTML coding, or just content?

A: The consultant would be expected to provide the content only.

#### Q: Will the City help with translating marketing materials?

A: Assume that the City will not assist with translation, however as indicated in the RFP the City's Community Outreach staff will need to review all translated materials.

## Q: Which elements of the marketing effort should be translated into Spanish, Chinese and Russian?

A: For budgeting purposes, the "Energy Upgrade Mountain View" program website should be translated into Spanish. In addition, a 1-2 page hard-copy/PDF flyer *and* a ¼-½ page advertisement (to be placed in local Spanish, Chinese and Russian newspapers) should be translated into Spanish, Chinese and Russian, i.e. a flyer and advertisement in each language.

#### REBATE PAYMENT PROCESSING & TRACKING

# Q: Is the \$1 million professional liability insurance sufficient to cover any liabilities associated with payment processing, or do you require an escrow account be established to handle the payment processing? What are your requirements for processing, tracking and reporting the rebate payments?

A: It depends on what kind of a rebate payment process the consultant and City agree to. *If the consultant agrees to pay the rebates to contractors or homeowners up front* and then get reimbursed by the City on a regular basis, the \$1 million liability insurance would likely be sufficient and there would not be a need for an escrow account. *If the consultant requires to be paid a lump sum up front* and at a specified interval, from which rebates are paid, then an escrow account would be required.

The consultant must track and report rebate payments in a manner consistent with ARRA reporting requirements, as described in section III D (Measurement and Reporting) of the RFP.

# Q: Where does the rebate processing begin and end? Where and how will the money come in for the consultant to pay the rebates?

A: Attachment C outlines a few different rebate payment processing options and delineates where rebate payment processing begins and ends. The preferred approach will be determined during contract negotiations, however consultants are welcome to indicate their preference or suggest an alternate approach.

#### **QUANTIFYING PROGRAM RESULTS**

#### Q: How should the retrofit contractor calculate the baseline energy use for a home?

A: As part of the retrofit rebate verification process, the lead consultant should ensure that an established modeling protocol/standard (e.g. BEACON, CHEERS, Energy Pro, HERS I/II) was used by the retrofit contractor.

#### **CONSULTANT SELECTION CRITERIA**

#### Q: Is partnership of companies preferred by the City in their selection criteria?

A: Companies partnering together, while encouraged due to the broad scope of this program, is not an advantage from a selection criteria perspective.

#### O: When the City evaluates proposals, what weighting is given to each of the areas listed?

A: There is no weight given to each area. The City will select the best firm based on a fair evaluation of each proposal across all selection criteria.

Q: If a program was projected to deliver the most GHG reductions of all proposals submitted, but without addressing each of the 4 target participant groups, would this proposal be disqualified? If a proposal touched only owner-occupied single- and multi-family homes would it be disqualified?

A: To qualify, a proposal must address all four target participant groups at least minimally.

#### **LIABILITY**

#### Q: Does the "ultimate liability" lie with the City or the consulting firm?

A: This would depend on the circumstances. Please see the Sample Professional Services Agreement (Attachment 3 of the RFP) for details.

#### **CONFLICT OF INTEREST**

Q: Is it a conflict of interest to be both the program administrator and a BPI-accredited firm that performs Tier 2/3 audits and retrofits?

A: Yes, this is a conflict of interest, and would not be allowable.

#### Attachment A

## **Description of Retrofit Tiers**

The following descriptions of the three tiers of energy audits is taken from the Request for Proposals for California Comprehensive Residential Retrofit Program (RFP # 400-09-403), issued by the California Energy Commission in October 2009. It has been condensed here for simplicity.

### **Three-Tiered Approach**

The California Comprehensive Residential Building Retrofit Program will use a three tiered delivery approach to jump start the use of stimulus funds, enabling the use of 1) entry level labor and 2) single trade contractors with limited training in energy efficiency retrofits, and 3) the launch of training and the providing of support to develop the highly skilled workforce that will enable the transition to the whole-house, deep saving retrofits that are critical to achieving California and national energy and climate change mitigation goals.

The three tiers are:

#### Simple Checklist Approaches:

- 1) <u>First Tier</u> Low-cost items that can be determined through visual inspection by a minimally trained person (low savings per home);
- 2) <u>Second Tier</u> Measures that require installation by a specialty contractor (e.g., HVAC or Insulation Contractor) who can be trained in a short time to provide quality installation of measures within the scope of their specialty contractor license in conformance with the California Building Energy Efficiency Standards (Title 24, Part 6 and related Part 1 requirements) using field verification protocols specified by the Standards Reference Appendices (moderate savings per home);

#### Whole-House Retrofits Approach:

3) <u>Third Tier</u> – HERS II Rater based approach with Raters and building performance contractors trained to accomplish deeper, comprehensive retrofits (high savings per home).

The first two tiers are based on simple checklist approaches that can be developed quickly and carried out with only limited training. The third tier is a deeper, comprehensive, whole-house retrofit approach that relies on either (1) a Home Energy Rating System Program (HERS) Phase II Rater working in conjunction with specialty contractors to achieve whole-house retrofits or on (2) a HERS II Rater that is specially trained as a building performance contractor and is able to both perform the energy audit/rating needed to identify deep retrofits and supervise the installation through completion.

## **The Tier Strategy**

The Third Tier is the preferred Tier for California Comprehensive Residential Retrofit Program funding. It is intended to move California residential retrofit efforts as rapidly as possible to a whole-

house approach, enabling measures to be considered for their interactive benefits and to facilitate reaching the deeper energy efficiency retrofits required to meet California energy policy. However, the Third Tier requires more extensive training and development of new market capability. The First and Second Tier are intended to be transitional approaches to immediately expand the delivery of conventional measures through incremental training to entry level persons and to contractors focusing on quality installation approaches and providing information to homeowners that will encourage movement towards the higher Tier, deeper savings approaches.

#### **First Tier**

The First Tier checklist would be used by entry level persons with limited training, such as high school students/graduates entering the workforce or neighborhood organizations active in the community who are branching out to helping get simple energy saving items done in the local area. They would focus on simple measures that work in every home, such as installing CFLs, low flow showerheads and faucet aerators, identifying appliances that are near the end of their useful life and are good candidates for replacement with Energy Star/Consortium for Energy Efficiency (CEE) appliances. They may also provide advice to homeowners about behavioral measures that can be taken, such as lowering hot water temperatures to 1200 F, properly operating windows for ventilation and free cooling and properly operating shades for keeping heat in during the winter and out during the summer. They would provide information fact sheets about other programs and resources in the community, including water conservation programs and utility rebates, and about do-it-yourself (D-I-Y) projects that the homeowner could consider. A major goal of the First Tier checklist approach is to encourage residential building owners to move to the more extensive retrofits achieved through the Second and Third Tiers.

#### **Second Tier**

The Second Tier checklist would be used by single trade contractors (specialty contractors) who would install the materials or equipment that appear on the checklist for which they are licensed to do work and are in business to provide. These might include HVAC contractors who replace furnaces, air conditioners or water heaters nearing the end of their useful lives with high efficiency equipment; electrical contractors who install lighting fixtures with high efficiency fixtures that use CFL or LED lamps; and insulation contractors who install attic and wall insulation. These contractors would employ many people from the construction trades who have been displaced by the bottom dropping out of the housing market and the tight economy's impact on discretionary income.

Unfortunately, many of these trades currently are dominated by low-bid competition that may result in poor installation quality and construction defects, dramatically reducing the energy efficiency benefits of the equipment and materials they are installing. Training for the Second Tier would explain the priority measures that are on the checklist and how to raise the quality of the installation of those measures. Participating contractors would be required to comply with state and local business licensing laws and to pull building permits. Measures would be required to meet all requirements for these building alterations specified by the Title 24 Building Energy Efficiency Standards. Measures for which the Title 24 Building Energy Efficiency Standards have established field verification protocols would have to be field verified in conformance with those protocols and follow all field verification procedures established by those Standards (HERS Phase I).

#### **Third Tier**

The Third Tier approach builds on the concepts of HERS II and Home Performance with Energy Star to deliver comprehensive, whole-house energy efficiency measures that consider the interactive nature of the energy features in a home. This is the level of residential retrofits that ultimately will be needed in all California homes if national and California energy efficiency and climate change goals are to be met.

The Third Tier focuses on "House as a System" principles, using diagnostic tools to insure high quality, well integrated measures that deliver not only energy efficiency and climate change mitigation, but also improved comfort, indoor air quality, and safer and quieter home environments. Measures would include building air sealing verified using blowerdoors, duct sealing verified using duct blasters, efficient duct design and installation verified through airflow measurement tools, insulation quality and thermal bypass avoidance verified through infrared cameras, and proper air conditioner refrigerant charge using gauges. This is the emerging future of providing high quality, whole-house retrofits that avoid the current construction defects that are ever-present in the marketplace. This field represents a major opportunity to re-deploy and re-skill California's hardest hit industry to provide highly sustainable and valuable services.

## California Comprehensive Residential Building Retrofit Program Measure Checklists

#### First Tier - Low-cost Walk-through Using Newly Trained Entry Level Labor

- Provide and/or Install
  - o CFLs, Low-flow Showerheads, Faucet Aerators
- Identify Appliances Near End of Useful Life that are Eligible for Utility Rebates
  - o Energy Star Appliances Refrigerator, Dish Washer, Clothes Washer
- Provide Information on Ways to Operate home to save energy, D-I-Y Measures, available Rebates, Tax Credits and Financing

#### Second Tier - Installation Retrofits Using Newly Trained Single Trade Contractors

- Install Attic Insulation (pull permit and comply with T-24 retrofit insulation R-value)
- Insulate Un-Insulated Walls (pull permit and comply with T-24 field verification)
- Install Floor Insulation (pull permit and comply with T-24 field verification)
- Complete Building Envelope Sealing (pull permit, comply with T-24 field verification)
- Complete Duct Sealing (pull permit and comply with T-24 field verification)
- Replace near end of useful life air conditioner or furnace with CEE qualifying model (pull permit, comply with T-24 refrigerant charge, airflow and duct sealing verification)
- Replace near end of useful life water heater with CEE model (solar water heating)
- Install Cool Roof when reroofing (pull permit and comply with T-24 alterations reqs.)
- Install Radiant Barrier (pull permit and comply with T-24 criteria)
- Install Energy Star Windows (pull permit and comply with T-24 alterations reqs.)
- Install WaterSense Toilets, Showerheads, Landscape Irrigation Controllers

#### Third Tier - Whole-House Deep Retrofits Using HERS Phase II

- California Energy Audit/California HERS Rating
- Integrated approach that addresses all of the home's energy using features, resulting not only in energy savings but also often more valued comfort, indoor air quality, combustion safety, noise attenuation benefits which increase program participation
- Meshes with approaches used for EPA/DOE Home Performance with Energy Star program; deep retrofits are required to meet Energy Action Plan goals for existing residential buildings (40% savings in every home by 2020)
- Correct Thermal Barrier Defects these defects allow cold and hot air from the attic, crawlspace or outside to leak into the interior walls and under insulation substantially reducing the effectiveness of insulation (assisted with blowerdoor and IR camera)
- Correct Duct Leakage (assisted with ductblaster)
- Correct Insulation Defects (assisted with blowerdoor and IR camera)
- Correct Combustion Safety Hazards
- Correct Air Conditioner and Furnace Installation Defects (assisted with refrigerant charge gauges and airflow devices)
- Install all Second Tier measures determined cost effective and applicable for the house
- Install PV System that is well integrated with energy efficiency

#### Attachment B

## "Energy Upgrade California" Rebate Program Description

State of California

Memorandum



**Date:** July 30, 2010

**To:** Energy Commission; State Energy Program (SEP) 403 Recipients

From: Energy Division

**California Public Utilities Commission** 

Subject: Final Measure List for Energy Upgrade California Basic Prescriptive Package, and

Status on Performance Package and Multi-Family Roll-out

#### Energy Upgrade California Program "Basic" or "Prescriptive Package"

The Energy Division of the California Public Utilities Commission is approving a final measure list for the "Basic" or "Prescriptive" Package for the Investor Owned Utility (IOU) statewide Prescriptive Whole House Retrofit Program (PWHRP), now known as the Energy Upgrade California program

The final measure list for this Basic Package is as follows:

- 1. Attic air sealing
- 2. Attic insulation
- 3. Duct sealing
- 4. Pipe wrap for domestic hot water heater
- 5. Low Flow Showerhead or Low Flow Showerhead with Thermostatic Valve Control
- 6. Combustion Safety Test

This package will achieve an average of 10% energy savings per home on a statewide basis and will be available to single family homes in September/October 2010. The incentive for consumers for comprehensive installation of these measures will be \$1,000. This will be a fixed incentive in all climate zones for customer installation of the five measures and the completion of a combustion safety test. Variations in modeled likely savings per home by climate zone are indicated below. The package will be modified as appropriate for multifamily homes and should be available for that market segment in early 2011.

The Basic Prescriptive measure list indicated above will remain in place for a minimum of six months to one year. During this period, Energy Division and IOUs will explore package configurations that offer consumers a comprehensive but more flexible menu of prescriptive options that align with the energy efficiency loading order, with the approximate rebate level remaining at \$1,000. SEP recipients are encouraged to keep these

likely upcoming Basic Prescriptive package measure list alterations in mind when developing marketing plans and materials.

#### Energy Upgrade California Program "Advanced" or "Performance Package"

The Energy Upgrade California "Advanced" or "Performance Package" will also be available to consumers in September/October 2010, starting with required contractor orientation trainings for qualified contractors in August. This package offers consumers up to \$3,500 in rebates for the installation of efficiency measures modeled to reduce energy use per home by a minimum of 20%. The program will require that contractors use California HERS II or Interim Performance Approach software to produce a scope of work and identify recommended measures to qualify for rebates. It will also require additional contractor qualifications and verification procedures consistent with Home Performance with ENERGY STAR®. The Advanced Performance package will initially be offered for single family homes; IOUs and the CPUC intend to expand this offering to the multi-family market segment in 2011.

## Modeled Average Savings Per Home by Climate Zone Energy Upgrade California Basic Prescriptive Package

	Avenue Francis Covins
Climate Zone	Average Energy Savings per Home (Btu equivalent)
1	11.4%
2	10.9%
3	10.2%
4	9.6%
5	11.2%
6	8.2%
7	7.9%
8	8.2%
9	10.3%
10	10.5%
11	11.0%
12	10.7%
13	11.4%
14	12.7%
15	11.3%
16	13.9%
Statewide Average	10.3%

#### Attachment C

## **Retrofit Rebate Payment Process Options**

<u>Note</u>: tasks in yellow are part of the retrofit rebate payment process, and should be included in Budget A.

#### Scenario A

- 1. BPI contractor performs retrofit
- 2. Homeowner pays contractor for retrofit
- 3. Homeowner (or contractor) submits paperwork for City rebate to consultant
- 4. Consultant reviews/approves paperwork
- 5. Consultant pays the rebate to the homeowner
- 6. At an agreed-upon frequency (e.g. monthly), consultant invoices the City for all rebates paid to homeowners during that period of time
- 7. The City pays consultant for all rebates paid to homeowners that month

#### Scenario B

- 1. BPI contractor performs retrofit
- 2. Homeowner pays contractor for retrofit
- 3. Homeowner (or contractor) submits paperwork for City rebate to consultant
- 4. Consultant reviews/approves paperwork
- 5. Consultant adds that homeowner/rebate to a list of rebates to be paid
- 6. At an agreed-upon frequency (e.g. every two weeks), consultant invoices the City for all rebates submitted by homeowners during that period of time
- 7. The City pays consultant for all rebates submitted by homeowners during that period of time
- 8. Consultant pays rebates to relevant homeowners

#### Scenario C

- 1. At an agreed-up frequency (e.g. every two weeks), the City pays a sum of money into an escrow account from which the consultant can draw funds.
- 2. BPI contractor performs retrofit
- 3. Homeowner pays contractor for retrofit
- 4. Homeowner (or contractor) submits paperwork for City rebate to consultant
- 5. Consultant reviews/approves paperwork
- 6. Consultant pays the rebate to the homeowner from the escrow account
- 7. At an agreed-upon frequency (e.g. every two weeks), consultant provides a report to the City for all rebates paid to homeowners during that period of time
- 8. The City pays (or doesn't pay) more money into the escrow account depending on the balance in the account